

Message Text

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TO AMEMBASSY WELLINGTON

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SUBJ: FOREIGN BUYER PROGRAM - CANTERBURY GROUP

REF: WELLINGTON 2315

1. FORTHCOMING INFORMATION REGARDING SEPCIAL INTERESTS OF INDIVIDUAL BUYERS WILL BE HELPFUL IN ESTABLISHING CONTACTS WITH EXHIBITING U.S. FIRMS AND ARRANGING MEETINGS WITH CANTERBURY GROUP MEMBERS.

2. MR. D.L.E. JONES MAY FIND THE FOLLOWING ASSOCIATIONS COMPATIBLE WITH HIS INTERESTS. IN THIS CONNECTION, WASHINGTON IS PROBABLY THE BEST LOCATION FOR MEETINGS WITH KEY OFFICIALS, WITH CHICAGO SECOND IN IMPORTANCE. MEETINGS CAN BE SCHEDULED WITH CHICAGO ASSOCIATIONS DURING THE PERIOD OF THE INTERNATIONAL MACHINE TOOL SHOW AND COMMERCE/OED WILL BE PLEASED TO ARRANGE SUCH A SCHEDULE. PRINCIPAL WASHINGTON ASSOCIATION HEADQUAARTERS:

NATIONAL MACHINE TOOL BUILDERS ASSOCIATION, 7901 WESTPARK DRIVE, MCLEAN, VIRGINIA, MR. JAMES GRAY, EXECUTIVE VICE PRESIDENT., AMERICAN MACHINE TOOL DISTRIBUTORS,
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QTPP MASSACHUSETTS AVENUE, N.W., WASHINGTON, D.C.
20005, MR. JAMES C. KELLY, VICE PRESIDENT.

3. THE PRINCIPAL ACTION CENTER FOR THE FOREIGN BUYER GROUPS WILL BE THE INTERNATIONAL LOUNGE OF THE INTERNATIONAL AMPHITHEATER. THE USDOC WILL ARRANGE WITH THE SHOW MANAGEMENT TO PROVIDE PRIVATE DISCUSSION AREAS WHERE BUSINESS MAY BE CONDUCTED WITH U.S. SELLERS. ANNOUNCEMENT OF LOCATIONS FOR SUCH AREAS WILL BE PROVIDED AT SHOWTIME.

4. YOUR ARRANGEMENTS WITH THE CANTERBURY GROUP SHOULD RESULT IN A SIGNIFICANT CONTRIBUTION OF EXPORT SALES POTENTIAL AND THE NATIONAL MACHINE TOOL BUILDERS' ASSOCIATION IS HIGHLY IMPRESSED WITH THE SALES FIGURE OF DOLS 7 MILLION. THANK YOU FOR THIS ADDITION TO THE SHOW AND THE FOREIGN BUYER PROGRAM.
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